

# Upstate New York World Trade News

U.S. Department of Commerce - U.S. Commercial Service  
Buffalo Export Assistance Center

[www.export.gov](http://www.export.gov)

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YOUR PRIVACY IS IMPORTANT TO US! WE MAKE EVERY EFFORT TO MINIMIZE UNWANTED COMMUNICATIONS FROM OUR OFFICE. IF YOU DO NOT WISH TO RECEIVE SIMILAR ANNOUNCEMENTS, PLEASE CALL OUR OFFICE.

### U.S. COMMERCIAL SERVICE ANSWERS QUESTIONS ABOUT ASIA

The U.S. Commercial Service is expanding its **FREE** market research service to clients of the Buffalo and Rochester Export Assistance Centers.

**ASIA NOW EXPRESS** offers off-the-shelf information, generated in one hour or less, **FREE OF CHARGE** to interested clients. Let us know what type of market information you are seeking and, if it is likely to take one hour or less to research the answer, our Commercial Service in Asia will do it for free.

Typical **ASIA NOW EXPRESS** information includes:

- Advice on duty rates
- General information on relevant country standards for various products
- Publicly available information on local companies in that market
- Free lists of potential agents and other business contacts

**ASIA NOW EXPRESS** is offered in Australia, Hong Kong, Indonesia, Korea, Malaysia, New Zealand, Philippines, Singapore and Taiwan.

Please call our office for additional information.

### UPCOMING EVENTS

May 13, 2003

**WORLD TRADE WEEK 2003**  
Rochester Riverside Convention Center  
Call the Rochester Business Alliance  
International Business Council at 585-454-2220

May 21, 2003

**WORLD TRADE WEEK 2003**  
Hyatt Regency Buffalo  
Call the World Trade Center Buffalo Niagara  
at 716-852-7160

June 10, 2003

**DOING BUSINESS IN CANADA**  
Clarion Inn on the River - Niagara Falls, NY  
Fee: \$35 WTCBN Members; \$45 Non-Members  
To register call Niagara County Community  
College SBDC at 716-614-6480

### AFGHANISTAN AND IRAQ RECONSTRUCTION TASK FORCES

The Secretary of Commerce has created the Afghanistan Reconstruction Task Force and the Iraq Reconstruction Task Force to help U.S. companies participate in the economic rebuilding of these countries. For information on events, awarded contracts, commercial opportunities, financing opportunities, humanitarian assistance, and more please visit:

[www.export.gov/afghanistan](http://www.export.gov/afghanistan)  
[www.export.gov/iraq](http://www.export.gov/iraq)

### **BEIJING SARS UPDATE WEBSITE**

Please check out our new SARS section on the U.S. Commercial Service China website at [www.buyusa.gov/china/en/sarsinfo.html](http://www.buyusa.gov/china/en/sarsinfo.html). This new website contains late breaking news on the SARS situation in China and information on U.S. products, technologies and supplies needed to fight the SARS epidemic in China.

### **MARKET DEMAND FOR SARS PROTECTION AND TREATMENT PRODUCTS IN CHINA**

Due to China's current fight against SARS, there is an increased and urgent demand for medical related products in China. The U.S. Commercial Service in Beijing has contacted a number of Chinese agents and distributors that are interested in representing U.S. suppliers. Most of these products must be registered with China's State Food and Drug Administration (SFDA) before being sold in China. Due to the immediate demand for certain products like clinical masks, the SFDA may be able to expedite the certification.

The products in urgent need are the following:

- Ventilators
- Air sterilizer for respiration care, isolation room
- Blood gas analyzer
- Mobile, bedside X-ray
- Bedside multifunction monitor
- Personal protection consumables
- Infection control equipment like different size sterilizer, especially low temperature sterilizer
- Point of care chemistry analyzer with infection control feature (easy use and easy waste destroy)
- Hand sanitizer (anti-bacterial, water-free gel)
- Defibrillator
- Clinical masks (disposable or non-disposable with filter function)
- Face masks that covers the whole face
- Disposable protective clothing for health care workers (non-woven hazardous-proof, water-proof made from breathable materials)
- Air purification equipment and air quality testing device for isolation wards at hospitals
- Disinfectant

Please call our office for additional information.

### **PROMOTE PRODUCTS AND SERVICES WORLDWIDE**

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For additional information please call our office or visit [www.cnewsusa.com](http://www.cnewsusa.com).

#### **August Issue Industry Highlights**

- Building, Construction & Hardware
- Automotive, Aviation & Marine Products, Equipment & Supplies
- Electronics
- Information Tech/Telecommunications
- Hotel & Restaurant Equipment
- Food & Food Processing

Closing Date: 6/10/03

#### **September Issue Industry Highlights**

- Medical/Scientific Products & Equipment
- Industrial Equipment, Services & Supplies
- Consumer Goods

Closing Date: 7/9/03

#### **October Issue Industry Highlights**

- Automotive, Aviation & Marine Products, Equipment & Supplies
- Environmental
- Safety & Security
- Agricultural Products & Equipment

Closing Date: 8/6/03